PIPER

Top quartile commingled equity funds

3-month returns

	%
Connecticut Mutual Life	3.9
Jefferson Trust, Ill.	3.2
Continental Natl. Bank, Texas	3.1
Gary Wheaton Bank, Ill.	2.6
US Trust, N.Y.	1.9
Confederation Life, Ont.	1.5
First Variable Life, Ark.	1.1
Irving Trust, N.Y.	1.0
Phoenix Mutual, Conn.	0.6
New Jersey National	0.5
First Interstate of Oregon	0.4
United Carolina Bank, N.C.	0.2
Greeley Natl., Colo.	0.2
First of Kenosha, Wis.	0.1
Union Central, Ohio	0.1
Bank of New England, Mass.	−0.2
Wachovia Bank, N.C.	−0.2
Bank of Oklahoma	−0.4
Fourth Natl., Tulsa, Okla.	−0.4
Ouachita Natl., La.	−0.5
Aetna Life & Casualty, Conn.	−0.5
Mercantile Safe, Md.	−0.6
AmeriTrust, Ohio	−0.6
Minnesota Mutual	−0.7
Bank of the West, Calif.	−0.7
Metropolitan Life, N.Y.	−0.8
Landmark Union Trust, Fla.	−0.9
Mid-State Bancorp, Pa.	−1.0
Valley Natl., Ariz.	−1.2
CREF, N.Y.	−1.2
Olympic Bank, Wash.	−1.4
First of Elgin, Ill.	−1.4
United Virginia Bank	−1.5
Lake Shore Natl., Ill.	−1.5
Natl. of Commerce, Tenn.	−1.5
US Natl., of Galveston, Texas	−1.6
Fifth Third Bank, Ohio	−1.7
Lincoln Natl., Ind.	−1.8
Cullen Bank, Texas	−1.8
Provident National, Pa.	−1.8
Nationwide Life Ins., Ohio	−1.9
First City Dallas, Texas	−1.9
Girard Bank, Pa.	−2.0
Massachusetts Mutual	−2.0
Old Kent, Mich.	−2.0
BancTexas, Dallas	−2.1
United Missouri, K.C.	−2.1
First of Bartlesville, Okla.	−2.2
Republic Natl., Dallas	−2.2
Mercantile Trust, Mo.	−2.3
Landmark First Natl., Fla.	−2.3
American Natl., Chicago	−2.3
Bankers Trust, N.Y.	−2.3
First Tennessee, Memphis	−2.4
Standard & Poor's 500	**−2.4**

1-year returns

	%
First Variable Life, Ark.	25.7
Continental Natl. Bank, Texas	21.6
Connecticut Mutual Life	20.8
First Interstate of Oregon	19.5
Irving Trust, N.Y.	18.7
Provident National, Pa.	18.6
Bank of New England, Mass.	18.5
Minnesota Mutual	17.4
US Trust, N.Y.	17.1
Union Central, Ohio	17.0
Mercantile Safe, Md.	16.6
Natl. of Commerce, Tenn.	16.4
Confederation Life, Ont.	16.0
First Union Bank, N.C.	15.6
Mercantile Trust, Md.	15.5
AmSouth, Ala.	15.2
Jefferson Trust, Ill.	14.3
Landmark Union Trust, Fla.	13.5
US Natl. of Galveston	13.4
AmeriTrust, Ohio	13.1
Sun Bank, Fla.	13.0
Massachusetts Mutual	12.9
Republic Natl., Dallas	12.7
First of Warsaw, Ind.	12.6
CREF, N.Y.	12.2
Manufacturers Life, Ont.	12.0
Fidelity Mgmt. Trust, Mass.	11.6
Life of Virginia	11.5
United of Denver	11.1
Mid-State Bancorp, Pa.	10.9
United Virginia Bank	10.9
Phoenix Mutual, Conn.	10.8
Fourth Natl., Tulsa	10.8
United Carolina Bank, N.C.	10.7
Midlantic Natl., N.J.	10.6
Guardian Insurance, N.Y.	10.6
Mellon Bank, Pa.	10.6
Lake Shore Natl., Ill.	10.4
Nationwide Life Ins., Ohio	10.4
Bank of Oklahoma	10.1
Bankers Trust, N.Y.	10.1

Top equity funds by size

1-year returns
Over $100 million

	%
Provident National, Pa.	18.6
Massachusetts Mutual	12.9
CREF, N.Y.	12.2
Fidelity Mgmt. Trust, Mass.	11.6
Life of Virginia	11.5
Bankers Life, Iowa	10.0
Aetna Life & Cas., Conn.	10.0
American Natl., Chicago	8.6
Metropolitan Life, N.Y.	8.2
First of Chicago	6.9

$50 million to $100 million

	%
US Trust, N.Y.	17.1
First Union Bank, N.C.	15.6
AmSouth, Ala.	15.2
AmeriTrust, Ohio	13.1
Republic Natl., Dallas	12.7
United Virginia Bank	10.9
Mellon Bank, Pa.	10.6
United Missouri, K.C.	9.5
John Hancock, Mass.	8.7
Old Kent, Mich.	8.6

$10 million to $50 million

	%
First Variable Life, Ark.	25.7
Connecticut Mutual Life	20.8
First Interstate of Oregon	19.5
Bank of New England	18.5
Minnesota Mutual	17.4
Mercantile Safe, Md.	16.6
Mercantile Trust, Mo.	15.5
Jefferson Trust, Ill.	14.3
Landmark Union Trust, Fla.	13.5
US Natl. of Galveston	13.4

Under $10 million

	%
Continental Natl., Texas	21.6
Irving Trust, N.Y.	18.7
Union Central, Ohio	17.0
Natl. of Commerce, Tenn.	16.4
Confederation Life, Ont.	16.0
First of Warsaw, Ind.	12.6
Mid-State Bancorp, Pa.	10.9
United Carolina Bank, N.C.	10.7
Lake Shore Natl., Ill.	10.4
Oregon Bank	10.0

10-year returns
Over $100 million

	%
US Natl. of Oregon	16.0
Bankers Life, Iowa	16.0
Aetna Life & Cas., Conn.	15.0
Provident Natl., Pa.	13.8
Massachusetts Mutual	13.6
Life of Virginia	12.8
Equitable Life, N.Y.	12.8
Mercantile at Dallas	12.7
CIGNA Corp., Conn.	11.7
Travelers, Conn.	10.6

$50 million to $100 million

	%
Bessemer Trust, N.Y.	16.8
AmSouth, Ala.	16.7
Denver Invt. Advisors	13.2
First Union Bank, N.C.	12.4
Northern Trust, Ill.	12.1
Chicago Title & Trust	11.9
First of America, Mich.	11.8
Hibernia Natl., La.	11.6
First Pennsylvania Bank	11.5
Sentry Life, Wis.	11.4

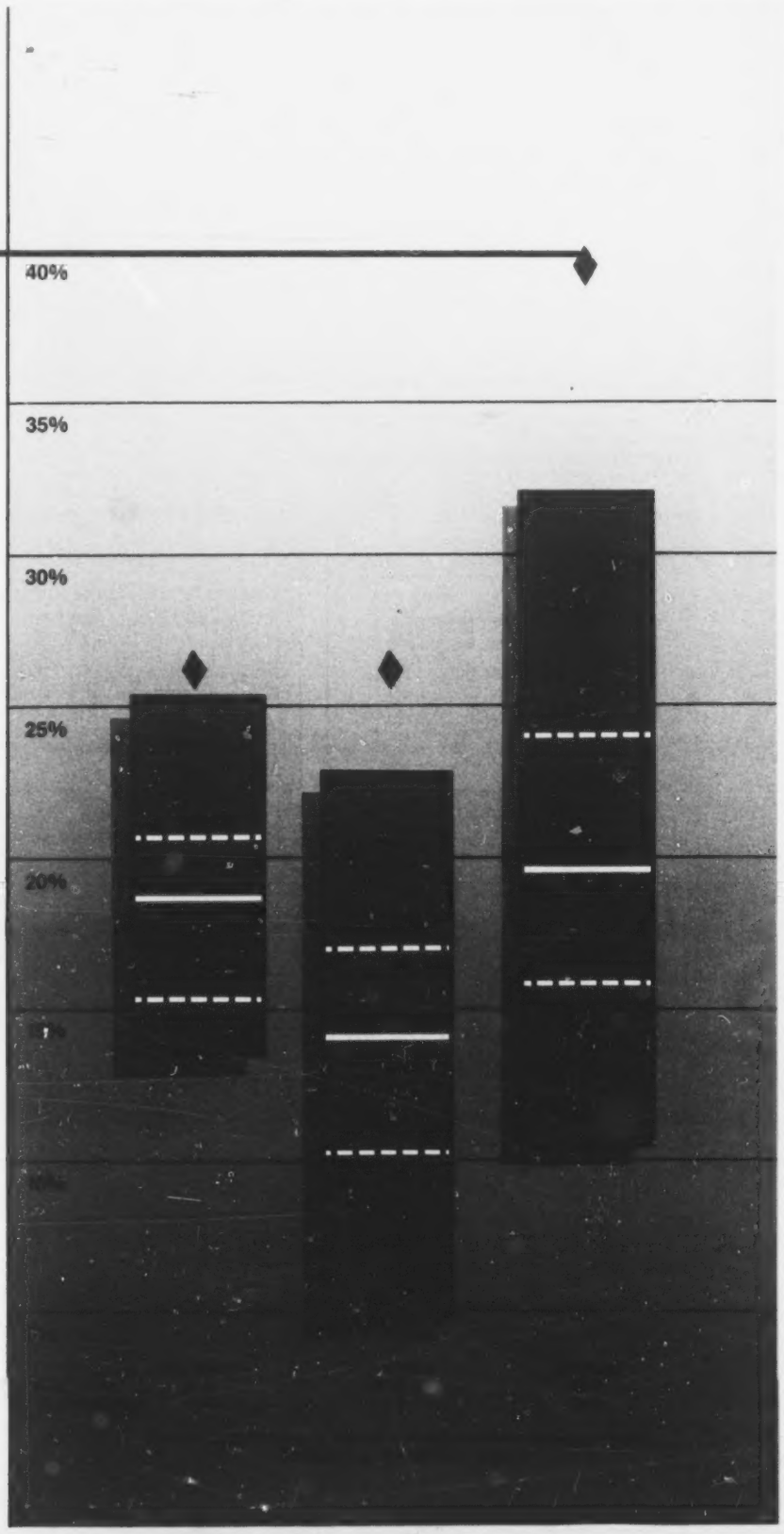
$10 million to $50 million

	%
Manufacturers Life, Ont.	23.6
First Wis. Natl., Madison	18.7
First Variable Life, Ark.	18.6
Guardian Insurance, N.Y.	18.0
US Natl. of Galveston	16.7
Employers Life of Wausau	15.4
First Trust Corp., Colo.	14.7
Landmark Union Trust, Fla.	14.5
United of Denver, Colo.	13.9
First of Oklahoma	13.5

Under $10 million

	%
Citizens Chillicothe, Mo.	16.7
Confederation Life, Ont.	16.2
Capital Bank-Houston	14.3
First of Kenosha, Wis.	13.3
Wheeling Dollar Bank	13.0
Continental Natl., Texas	12.6
Olympic Bank, Wash.	12.1
First Tennessee, Chat.	12.0
Union Central, Ohio	11.8
Pittsburgh Natl., Pa.	11.6

First Union Performs.



In fact, we've consistently outperformed 9 out of every 10 investment managers.

Take a look at First Union's performance results in the P.I.P.E.R. Survey. To get our investment team working for you, call Pete Nagle, Vice President, at (704) 374-6152.

FIRST UNION

Take a closer look.℠
1200 First Union Plaza
Charlotte, North Carolina 28288
Member FDIC.

Bankers Life, Iowa	10.0
Aetna Life & Cas., Conn.	10.0
Oregon Bank	10.0
Greeley Natl., Colo.	9.8
United Missouri, K.C.	9.5
Lincoln Natl., Ind.	9.5
BancTexas, Dallas	9.5
First Tennessee, Memphis	9.5
Valley Natl., Ariz.	9.4
Wheeling Dollar Bank, W. Va.	9.2
First of Kenosha, Wis.	9.2
Standard & Poor's 500	**8.7**
John Hancock, Mass.	8.7
Old Kent, Mich.	8.6
Lincoln Natl., Ind.	8.6
American Natl., Chicago	8.6
Marine Midland, N.Y.	8.6
Chicago Title & Trust	8.6
First Pennsylvania Bank	8.4
First of Bartlesville, Okla.	8.4
Dauphin Deposit, Pa.	8.3
Sovran Bank, Va.	8.3

3-year returns

	%
First Variable Life, Ark.	27.0
Manufacturers Life, Ont.	25.1
AmSouth, Ala.	24.0
First Union Bank, N.C.	22.9
Connecticut Mutual Life	21.5
United of Denver, Colo.	21.0
Sun Bank, Fla.	19.9
Resource Bank & Trust, Minn.	19.3
Minnesota Mutual	18.7
Union Central, Ohio	18.0
Huntington Banks, Ohio	17.7
US Natl. of Oregon	17.3
Dauphin Deposit, Pa.	17.3
Mid-State Bancorp, Pa.	17.0
Lake Shore Natl., Ill.	16.9
US Natl. of Galveston	16.9
Confederation Life, Ont.	16.6
United Carolina Bank, N.C.	16.6
Nationwide Life Ins., Ohio	16.1
Provident National, Pa.	16.0
Fifth Third Bank, Ohio	16.0
First of Oklahoma	15.9
First Interstate of Oregon	15.5
Landmark Union Trust, Fla.	15.3
Midlantic National, N.J.	15.2
Massachusetts Mutual	15.2
Whelling Dollar Bank, W. Va.	15.2
Natl. of Commerce, Tenn.	15.2
Continental Natl. Bank, Texas	15.2
Guardian Insurance, N.Y.	15.2
Employers Life of Wausau, Wis.	14.9
First Bank Milwaukee	14.9
Aetna Life & Casualty, Conn.	14.9
American National, Chicago	14.8
Citizens Trust Co., Wis.	14.7
Fourth Natl., Tulsa	14.7
Midlantic National, N.J.	14 7
United Virginia Bank	14.6
First of Warsaw, Ind.	14.6
Seattle Trust, Wash.	14.5
Merchants Natl., Ala.	14.4
Manufacturers Detroit	14.4
Irving Trust, N.Y.	14.4
First Wis. Natl., Madison	14.3
First Interstate of Nevada	14.2
First Tennessee, Memphis	14.1
Olympic Bank, Wash.	14.1
Jefferson Trust, Ill.	14.1
Mercantile Safe, Md.	13.9
First Citizens, N.C.	13.8
First Tennessee, Chat.	13.8
Gary Wheaton Bank, Ill.	13.7
Security Trust, Rochester	13.6
First Pennsylvania Bank	13.5
AmeriTrust, Ohio	13.4
Southeast Bank, Fla.	13.3
Bank of Delaware	13.1
Society National, Ohio	13.0
Union Planters, Tenn.	12.9
CREF, N.Y.	12.8
Central Natl., Cleveland	12.7
United Missouri, K.C.	12.6
Standard & Poor's 500	**10.9**

5-year returns

	%
Manufacturers Life, Ont.	31.7
First Union Bank, N.C.	24.1
United of Denver	23.0
Denver Invt. Advisors	22.9
Employers Life of Wausau, Wis.	22.8
Provident National, Pa.	21.8
US National of Oregon	21.7
First of Oklahoma	21.5
First Variable Life, Ark.	21.5
AmSouth, Ala.	21.4
Equitable Life, N.Y.	21.1
Bessemer Trust, N.Y.	21.1
Connecticut Mutual Life	20.9
Mercantile at Dallas	20.2
Home Life, N.Y.	20.1
Citizens Chillicothe, Mo.	20.0
Confederation Life, Ont.	19.9
First Interstate of Nevada	19.9
First Wis. Natl., Madison	19.8
Sun Bank, Fla.	19.6
US Natl. of Galveston	19.5
Wheeling Dollar Bank, W. Va.	19.2
Aetna Life & Casualty, Conn.	19.0
Philadelphia Natl., Pa.	18.9
Massachusetts Mutual	18.8
Texas Commerce	18.8
Huntington Banks, Ohio	18.6
Continental Natl. Bank, Texas	18.6
Minnesota Mutual	18.6
Guardian Insurance, N.Y.	18.5
Mercantile Safe, Md.	18.4
Dauphin Deposit, Pa.	18.4
Lake Shore Natl., Ill.	18.4
First Trust Corp., Colo.	18.4
Penn Mutual Life, Pa.	18.1
IAA Trust Co., Ill.	18.1
Bankers Life, Iowa	18.0
Fifth Third Bank, Ohio	18.0
First Natl. of Commerce, La.	17.9
Union Central, Ohio	17.9
Landmark Union Trust, Fla.	17.9
Fourth Natl., Tulsa	17.9
State Street Bank, Mass.	17.7
Girard Bank, Pa.	17.6
United Virginia Bank	17.6
Natl. of Commerce, Neb.	17.6
Equitable Bank, Md.	17.5
First Tennessee, Memphis	17.5
Unibanctrust, Ill.	17.5
Rainier National, Wash.	17.4
Northern Trust, Ill.	17.4
Phoenix Mutual, Conn.	17.4
First Interstate of Oregon	17.3
Natl. City, Cleveland	17.3
Nationwide Life Ins., Ohio	17.3
American Security, D.C.	17.2
Manufacturers Detroit	17.2
Mid-State Bancorp, Pa.	17.1
Southeast Bank, Fla.	17.1
Standard & Poor's 500	**15.2**

10-year returns

	%
Manufacturers Life, Ont.	23.6
First Wis. Natl., Madison	18.7
First Variable Life, Ark.	18.6
Guardian Insurance, N.Y.	18.0
Bessemer Trust, N.Y.	16.8
AmSouth, Ala.	16.7
US Natl. of Galveston	16.7
Citizens Chillicothe, Mo.	16.7
Confederation Life, Ont.	16.2
US Natl. of Oregon	16.0
Bankers Life, Iowa	16.0
Employers Life of Wausau, Wis.	15.4
Aetna Life & Casualty, Conn.	15.0
First Trust Corp., Colo.	14.7
Landmark Union Trust, Fla.	14.5
Capital Bank-Houston	14.3
United of Denver	13.9
Provident National, Pa.	13.8
Massachusetts Mutual	13.6
First of Oklahoma	13.5
Minnesota Mutual	13.5
Fifth Third Bank, Ohio	13.4
Natl. of Commerce, Neb.	13.3
Liberty National, Okla.	13.3
First of Kenosha, Wis.	13.3
Home Life, N.Y.	13.2
Denver Invest. Advisors	13.2
Nationwide Life Ins., Ohio	13.1
Penn Mutual Life, Pa.	13.1
Wheeling Dollar Bank, W. Va.	13.0
Life of Virginia	12.8
Equitable Life, N.Y.	12.8
First Interstate of Wash.	12.7
Mercantile at Dallas	12.7
Continental Natl. Bank, Texas	12.6
Phoenix Mutual, Conn.	12.5
First Union Bank, N.C.	12.4
Olympic Bank, Wash.	12.1
Northern Trust, Ill.	12.1
First Interstate of Oregon	12.1
First Tennessee, Chat.	12.0
Natl. City Cleveland	11.9
Chicago Title & Trust	11.9
Connecticut Mutual Life	11.9
Union Central, Ohio	11.8
Jefferson Trust, Ill.	11.8
First of America, Mich.	11.8
Bank of Oklahoma	11.7
CIGNA Corp., Conn.	11.7
Hibernia National, La.	11.6
Pittsburgh Natl., Pa.	11.6
Security Trust, Rochester	11.6
Standard & Poor's 500	**10.7**

Top quartile commingled fixed-income funds

3-month returns

	%
California First Bank	4.5
First of Allentown, Pa.	4 1
First City Dallas	3.9

PREFERRED.

IDS TRUST

401(k) Services

•

PREFERRED BY

plan sponsors who want an administrator with 401(k) experience. And the convenience of getting recordkeeping, trustee and investment management services from one source.

•

PREFERRED BY

sponsors who require a recordkeeping system capable of processing defined contribution plans of varying complexity and sophistication.

•

PREFERRED BY

sponsors who demand superior investment performance and expect personal service from their portfolio manager.

•

PREFERRED BY

those who recognize the strength of IDS Trust's affiliation with IDS Advisory, providing investment expertise and experience. And by those who know the value of the dynamic investment research and computer capabilities of IDS.

•

For more information, contact Gary W. Anderson, Vice President,
IDS Trust, 3100 IDS Tower, Minneapolis, MN 55402
612/372-3114

IDS TRUST COMPANY

PIPER

United Carolina Bank, N.C.	3.2
First Natl., Jackson, Miss.	3.1
Wilmington Trust, Del.	3.1
Puget Sound Natl., Wash.	2.7
First Citizens, N.C.	2.4
Pacific Mutual, Calif.	2.3
First Variable Life, Ark.	2.3
Mercantile at Dallas	2.2
First of Pennsylvania, Erie	2.2
Equibank, Pa.	2.1
Old Second Natl., Ill.	2.0
Merchants Natl., Ala.	1.9
First of Elgin, Ill.	1.9
Lake Shore Natl., Ill.	1.9
AmeriTrust, Ohio	1.9
Hamilton Bank, Pa.	1.9
Heritage Trust, Wis.	1.9
County Bank of St. Louis	1.9
John Hancock, Mass.	1.9
Ouachita Natl., La.	1.8
Union Natl., Wichita, Kans.	1.8
First Bank Milwaukee	1.8
Fidelity Bank, Pa.	1.8
Prudential, N.J.	1.8
Bankers Trust, N.Y.	1.7
Northern Trust, Ill.	1.7
First of Mobile, Ala.	1.7
General American, Mo.	1.7
AmSouth, Ala.	1.7
Sovran Bank, Va.	1.7
Continental Natl., Texas	1.7
Mercantile Safe, Md.	1.6
Equitable Bank, Md.	1.6
Gary Wheaton Bank, Ill.	1.6
Marine Trust, Wis.	1.6
First Union Bank, N.C.	1.6
First Natl. of Commerce, La.	1.5
First Natl. State, N.J.	1.5
Life of Virginia	1.5
Jefferson Trust, Ill.	1.5
Irwin Union Bank, Ind.	1.5
Morgan Guaranty, N.Y.	1.5
Interfirst Invt. Mgmt., Texas	1.5
Old Kent, Mich.	1.4
United Missouri, K.C.	1.4
Marquette Natl., Minn.	1.4
State Street Bank, Mass.	1.4
Comerica Bank, Mich.	1.4
Mutual of New York	1.4
First of Grand Island, Neb.	1.4
IAA Trust Co., Ill.	1.4
Trust Svcs. of Amer., Calif.	1.4
American Fletcher, Ind.	1.3
Central Fid., Lynchburg, Va.	1.3
Mid-State Bancorp, Pa.	1.3
Pioneer Bank, Ill.	1.3
Mellon Bank, Pa.	1.3
Prudential, N.J.	1.3
American Bank, Tenn.	1.3
Ohio Citizens Trust	1.3
Mich. Natl. of Grand Rapids	1.3
Texas American Bank	1.3
LBKL Index	**0.5**

1-year returns

	%
Security Pacific, Calif.	15.5
First Natl., Jackson, Miss.	12.4
First Variable Life, Ark.	10.3
First City Dallas	10.1
Ouachita Natl., La.	10.1
Central Fid., Lynchburg, Va.	10.1
Mutual of New York	10.0
California First Bank	9.9
First Citizens, N.C.	9.5
Lake Shore Natl., Ill.	8.9
First of Elgin, Ill.	8.6
AmeriTrust, Ohio	8.6
Merchants Natl., Ala.	8.5
County Bank of St. Louis	8.5
Prudential, N.J.	8.4
First of Grand Island, Neb.	8.3
State Street Bank, Mass.	8.2
First of Bartlesville, Okla.	8.1
Northern Trust, Ill.	8.1
Marquette Natl., Minn.	8.1
Pioneer Bank, Ill.	8.0
First of Pennsylvania, Erie	8.0
Gary Wheaton Bank, Ill.	8.0
Mid-State Bancorp, Pa.	8.0
AmSouth, Ala.	8.0
First of Neenah, Wis.	7.9
United Carolina Bank, N.C.	7.9
Riggs of Washington	7.8
Continental Natl., Texas	7.8
Old Second Natl., Ill.	7.7
Marine Bank, Pa.	7.6
American Fletcher, Ind.	7.6
Mercantile Safe, Md.	7.5
American Bank, Tenn.	7.5
Puget Sound Natl., Wash.	7.4
Olympic Bank, Wash.	7.4
Hamilton Bank, Pa.	7.4
Old Kent, Mich.	7.4

When there already seem to be enough investment management firms, why start a new one?

AN INTERVIEW WITH SAMSON WANG, PRESIDENT, BEACON CAPITAL MANAGEMENT.

What can you offer that hasn't already been offered? Well, we think that Beacon's particular mix of thorough research, distinctive qualitative and quantitative analysis and, perhaps most of all, excellent personnel can provide clients with superior service. And, of course, results. We think there's always a place for that.

Do you manage any money now? Yes. We manage some $900 million for just under twenty clients.

Do you specialize in any particular kind of client? Yes. Tax exempt funds. However, a critical part of our philosophy is to keep the number of clients limited. We'll never sacrifice quality just to add a few zeros to the bottom line.

What can you offer clients that much larger firms can't? Flexibility. Personal attention. A lack of bureaucracy. In short, a streamlined approach that is crucial to reacting quickly to the market and a client's needs.

What about a key ingredient–experience? I'm glad you asked. Beacon's investment team has a broad experience in research and portfolio management. In fact, on average each person on our staff has *17 years* of experience.

Do you have a "black box"? A special secret for unfolding the mysteries of the market? Well, if you mean something like a magic wand that illuminates every problem, no. If you mean a disciplined approach that includes research, analysis, experience and a sense of acuity–yes.

Most firms rely heavily, if not totally, on the insights of a few "stars." In this case, it would be you. Is that true of Beacon? No. I'm the President, true. But Beacon's talents and capabilities are very broadly based.

You're associated with a major bank. In the past such a link has slowed down some investment decisions. What about Beacon? We don't foresee that. We're quite independent.

In everything? That's right.

Can you work miracles? Once in a while, yes. The rest of the time we'll settle for a reasonable triumph.

Any specific recommendations for 1984? Sure. Just call us for an appointment: (212) 530-3758.

Beacon Capital Management

Top fixed funds by size

1-year returns

Over $100 million

	%
Prudential, N.J.	8.4
Comerica Bank, Mich.	7.0
Prudential, N.J.	6.2
Citibank, N.Y.	4.9
CIGNA Corp., Conn.	4.5
Irving Trust, N.Y.	4.3
Natl. Bank of Detroit	4.1
First of Chicago	4.0
Chemical Bank, N.Y.	3.9
Harris Trust, Ill.	3.0

$50 million to $100 million

	%
Interfirst Invt. Mgmt., Texas	6.6
First Union Bank, N.C.	6.6
Mutual of New York	6.5
Midlantic Natl., N.J.	6.4
Fidelity Bank, Pa.	5.8
American Natl., Chicago	5.7
John Hancock, Mass.	5.0
Marine Midland, N.Y.	5.0
Norwest Bank, Minn.	4.5
Girard Bank, Pa.	4.1

$10 million to $50 million

	%
Security Pacific, Calif.	15.5
First Natl., Jackson	12.4
Ouachita Natl., La.	10.1
AmeriTrust, Ohio	8.6
State Street Bank, Mass.	8.2
Riggs of Washington	7.8
American Fletcher, Ind.	7.6
Mercantile Safe, Md.	7.5
American Bank, Tenn.	7.5
Hamilton Bank, Pa.	7.4

Under $10 million

	%
First Variable Life, Ark.	10.3
First City Dallas	10.1
Central Fid. Lynchburg, Va.	10.1
Mutual of New York	10.0
California First Bank	9.9
First Citizens, N.C.	9.5
Lake Shore Natl., Ill.	8.9
First of Elgin, Ill.	8.6
Merchants Natl., Ala.	8.5
County Bank of St. Louis	8.5

10-year returns

Over $100 million

	%
American Security, D.C.	10.6
Texas Commerce	9.4
Manufacturers Hanover, N.Y.	9.4
US Trust, N.Y.	9.1
CIGNA Corp., Conn.	9.1
Centerre Trust, Mo.	9.0
Citibank, N.Y.	8.4
Irving Trust, N.Y.	8.3
Wachovia Bank, N.C.	8.3
Natl. Bank of Detroit	8.2

$50 million to $100 million

	%
Hibernia National, La.	10.4
Fidelity Bank, Pa.	10.0
American Natl., Chicago	8.8
John Hancock, Mass.	8.4
First Union Bank, N.C.	8.2
Midlantic Natl., N.J.	8.0
Girard Bank, Pa.	8.0
Northern Trust, Ill.	7.9
Denver Invt. Advisors	7.9
Comerica Bank, Mich.	7.7

$10 million to $50 million

	%
First Merch., Richmond	10.5
Fourth Natl., Wichita	10.4
Jefferson Trust, Ill.	10.1
Commerce Union, Tenn.	9.7
Cullen Bank, Texas	9.6
Seattle First Natl.	9.6
Fidelity Union, N.J.	9.6
Mercantile Trust, Mo.	9.5
First Jersey Natl., N.J.	9.4
First Interstate of Calif.	9.4

Under $10 million

	%
Pacific Mutual, Calif.	10.8
California First Bank	9.7
Beverly Bank, Ill.	9.5
First of Neenah, Wis.	9.2
Oregon Bank	9.1
Allied Bank, Texas	9.0
First of Bartlesville, Okla.	9.0
Puget Sound Natl., Wash.	8.9
First of Pennsylvania, Erie	8.6
Penn Bank, Pa.	8.6

Toledo Trust, Ohio	7.4
Bank of Oklahoma	7.3
Morgan Guaranty, N.Y.	7.3
Old Second Natl., Ill.	7.3
First of South Dakota	7.2
United Missouri, K.C.	7.2
Society Natl., Ohio	7.2
Fourth Natl., Tulsa, Okla.	7.2
First of Mobile, Ala.	7.2
Bankers Trust, N.Y.	7.2
Mellon Bank, Pa.	7.1
Heritage Trust, Wis.	7.1
IAA Trust Co., Ill.	7.1
Southeast Bank, Fla.	7.1
Mich. Natl. of Grand Rapids	7.1
General American, Md.	7.1
Merchants Natl., Iowa	7.0
Oregon Bank	7.0
Comerica Bank, Mich.	7.0
Ohio Citizens Trust	6.9
Pacific Mutual, Calif.	6.9
Jefferson Trust, Ill.	6.9
First of Neenah, Wis.	6.8
Fidelity Natl., La.	6.8
First Interstate of Calif.	6.8
Moline National, Ill.	6.8
LBKL Index	**5.2**

3-year returns

	%
Sovran Bank, Va.	17.8
Mutual of New York	17.7
First Kentucky Trust	17.6
Life of Virginia	17.5
Pacific Mutual, Calif.	17.1
State Street Bank, Mass.	16.7
Cullen Bank, Texas	16.6
First Variable Life, Ark.	16.5
Central Fid., Lynchburg, Va.	16.4
Allied Bank, Texas	16.4
Bankers Trust, N.Y.	16.4
First Natl. State, N.J.	16.3
American Security, D.C.	16.3
Marine Midland, N.Y.	16.3
Citibank, N.Y.	16.2
Lloyds Bank, Calif.	16.2
Union Planters, Tenn.	16.2
Central Natl., Cleveland	16.1
Pioneer Bank, Ill.	16.1
Ohio Citizens Trust	16.1
Mutual of New York	16.0
Trust Svcs. of Amer., Calif.	16.0
John Hancock, Mass.	16.0
First of Maryland	16.0
First Interstate of Calif.	16.0
Toledo Trust, Ohio	16.0
Society Natl., Ohio	15.9
Security Natl. Bank, W. Va.	15.9
Girard Bank, Pa.	15.9
IAA Trust Co., Ill.	15.9
California First Bank	15.8
Mercantile Trust, Mo.	15.8
Marine Trust, Wis.	15.8
CIGNA Corp., Conn.	15.8
Beverly Bank, Ill.	15.7
Fidelity Bank, Pa.	15.7
Wheeling Dollar Bank, W. Va.	15.7
First Bank, Milwaukee	15.7
Riggs of Washington	15.7
First Wis. Natl., Madison	15.6
Hamilton Bank, Pa.	15.6
Morgan Guaranty, N.Y.	15.5
Genesee Merchants, Mich.	15.5
Liberty Natl., Okla.	15.5
Crocker National, Calif.	15.5
Commonwealth Natl., Pa.	15.5
Key Trust Co., N.Y.	15.4
Wachovia Bank, N.C.	15.4
United of Denver, Colo.	15.3
Lincoln National, Ind.	15.3
Texas American Bank	15.3
Connecticut National Bank	15.2
Irving Trust, N.Y.	15.2
Gary Wheaton Bank, Ill.	15.2
Denver Invt. Advisors, Colo.	15.2
First of Allentown, Pa.	15.2
American Bank, Tenn.	15.2
Northern Trust, Ill.	15.1
Peoples Trust, Ind.	15.1
First of Neenah, Wis.	15.1
United Virginia Bank	15.1
First of Warsaw, Ind.	15.1
LBKL Index	**14.9**

5-year returns

	%
Northern Trust, Ill.	12.9
Sovran Bank, Va.	12.8
Fourth Natl., Wichita, Kan.	12.7
Texas Commerce	12.5
AmeriTrust, Ohio	12.4
Seattle First Natl.	12.1
Jefferson Trust, Ill.	12.1
Interfirst Invt. Mgmt., Texas	12.1
Cullen Bank, Texas	12.0
Beverly Bank, Ill.	11.8
Fidelity Bank, Pa.	11.7
Hibernia Natl., La.	11.7
Pacific Mutual, Calif.	11.5
Riggs of Washington	11.5
First of Kansas City	11.4
Allied Bank, Texas	11.3
Bankers Trust, N.Y.	11.3
First Jersey Natl., N.J.	11.3
Mercantile Trust, Mo.	11.2
First of Pennsylvania, Erie	11.2
American Security, D.C.	11.1
Manufacturers Hanover, N.Y.	11.1
Fidelity Union, N.J.	11.1
Mid-State Bancorp, Pa.	11.0
Bank of New England	10.9
American Bank, Tenn.	10.9
First Interstate of Calif.	10.9
First Kentucky Trust	10.9
First Variable Life, Ark.	10.9
First of Neenah, Wis.	10.7
First Natl., Jackson, Miss.	10.7
Boatmen's Natl., Mo.	10.7
Marine Trust, Wis.	10.7
First Bank Milwaukee	10.6
County Bank of St. Louis	10.6
Life of Virginia	10.6
Toledo Trust	10.6
First of Maryland	10.6
Central Fid., Lynchburg, Va.	10.5
Morgan Guaranty, N.Y.	10.5
Oregon Bank	10.5
First of Neenah, (LTB), Wis.	10.5
First of Neenah, (Mtg.), Wis.	10.5
Hamilton Bank, Pa.	10.5
Puget Sound Natl., Wash.	10.4
First Natl. of Commerce, La.	10.4
American Natl., Chicago	10.4
Gary Wheaton Bank, Ill.	10.4
Commerce Union, Tenn.	10.4
Landmark Union Trust, Fla.	10.4
First of Elgin, Ill.	10.4
First Wis. Natl., Madison	10.4
Continental Natl., Texas	10.3
Penn Bank, Pa.	10.3
First of Bartlesville, Okla.	10.3
LBKL Index	**9.4**

10-year returns

	%
Pacific Mutual, Calif.	10.8
American Security, D.C.	10.6
Sovran Bank, Va.	10.5
Hibernia National, La.	10.4
Fourth Natl., Wichita, Kan.	10.4
Jefferson Trust, Ill.	10.1
Fidelity Bank, Pa.	10.0
California First Bank	9.7
Commerce Union, Tenn.	9.7
Cullen Bank, Texas	9.6
Seattle First Natl., Wash.	9.6
Fidelity Union, N.J.	9.6
Mercantile Trust, Mo.	9.5
Beverly Bank, Ill.	9.5
Texas Commerce	9.4
First Jersey Natl., N.J.	9.4
First Interstate of Calif.	9.4
Manufacturers Hanover, N.Y.	9.4
Bankers Trust, N.Y.	9.3
First of Neenah, Wis.	9.2
Oregon Bank	9.1
US Trust, N.Y.	9.1
CIGNA Corp., Conn.	9.1
Allied Bank, Texas	9.0
Centerre Trust, Mo.	9.0
First of Bartlesville, Okla.	9.0
First Wis. Natl., Madison	9.0
Riggs of Washington	8.9
First Kentucky Trust	8.9
Summit & Elizabeth, N.J.	8.9
Puget Sound Natl., Wash.	8.9
American Natl., Chicago	8.8
American Bank, Tenn.	8.7
Mercantile Safe, Md.	8.7
First of Pennsylvania, Erie	8.6
United Missouri, K.C.	8.6
Penn Bank, Pa.	8.6
Manufacturers Detroit, Mich.	8.6
United of Denver, Colo.	8.6
Landmark Union Trust, Fla.	8.5
Bankers Trust, N.Y.	8.5
United Virginia Bank	8.5
Massachusetts Mutual	8.5
American Fletcher, Ind.	8.5
Third Natl., Nashville	8.5
Crocker National, Calif.	8.5
Citizens Fidelity, Ky.	8.5
Union Planters, Tenn.	8.5
Lincoln National, Ind.	8.5
LBKL Index	**8.3**

Look for master trust directory, May 28 issue.

Top PIPER funds . . .

Continued from page 13

Jackson, Miss., with a 3.1% return.

The Lehman Brothers Kuhn Loeb Government/Corporate bond index returned 0.5% for the quarter ended March 31, 1984; the median PIPER bond fund logged a 0.6% return for the same period.

The top fixed-income performer for the year ended March 31, 1984, was Security Pacific in Los Angeles, with a 15.5% return. First National of Jackson took second place, with a 12.4% return; and First Variable Life in Arkansas was third, with a 10.3% return.

The median bond fund for the year earned a 5.1% return on investment, while the Lehman Brothers bond index logged a 5.2% return.

First Merchant's Bank of Richmond, Va., with a 17.8% compound annual total return, was the champion fixed-income fund for the three years ended March 31, 1984. Running a very close second and third were Mutual of New York's Private Placement Fund, with a 17.7% return, and First Kentucky Trust in Louisville, returning 17.6%.

The median PIPER fixed-income fund for the three-year period logged a 14.1% compound annual return. The Lehman index returned 14.9%.

For the five years ended March 31, 1984, Northern Trust Co. of Chicago's Intermediate Fund had a 12.9% compound annual return making it the winner on the fixed-income side.

Placing second and third for the five-year period were First Merchant's of Richmond, Va., with a 12.8% return, and Fourth National Wichita's Employee Benefit Fixed Income Fund, with a 12.7% return.

The median fixed-income fund in PIPER had a 9.2% return for the five-year period, while the Lehman bond index had a 9.4% return.

Pacific Mutual Life in Newport Beach, Calif., with a 10.8% investment return was the fixed-income leader for the 10 years ended March 31, 1984. It was followed by American Security in Washington with a 10.6% return and First Merchant's of Richmond's Common Trust Fund, with a 10.5% return.

The median PIPER fixed-income fund for the 10-year period had a return on investment of 8%. The index returned 8.3%. ■

Pensions & Investment Age **will run Pensions & Investments' Performance Evaluation Report of special equity funds in the May 28 issue.**

The full PIPER report is compiled by Rogers, Casey & Barksdale Inc., Stamford, Conn.

Information from the report is extracted and published quarterly in regular issues of *P&I Age*.

You'll be pleased to renew our acquaintance.

You might not recognize us at first. That's because we've created a new look to let you know we've changed. We've increased our capabilities to meet the demands of today's pension and profit-sharing plans.

We can help you determine your plan's investment policy and then work from those objectives in applying our simplified asset allocation service.

We back this service with a full line of high quality products. Products that include pooled accounts specializing in real estate, bonds, common stocks, and short-term investments. In addition, we offer highly competitive guaranteed-interest contracts and individually managed accounts.

And that's not all. The services of Phoenix Institutional Investment Services extend to actuarial, administrative and employee communication. All are customized to meet your individual plan requirements.

Let us take a closer look at your pension fund today. We can work with you to make it even better for tomorrow.

H. Russell Irving
Second Vice President
One American Row
Hartford, CT 06115
(203) 275-5000

Phoenix Institutional Investment Services

© 1983 Phoenix Mutual Life Insurance Company

C2710-2A

Pensions & Investment Age

©Entire contents copyright 1984 by Crain Communications Inc. All rights reserved.

The newspaper of corporate and institutional investing • $3.00 an issue • $60 a year • May 28, 1984

Textron, Lehndorff pool

Plans fund D.C. site

By Mark Westerbeck

WASHINGTON — Four pension funds and a closed-end pool still in the capital-raising stage are financing the development and partial ownership of an $82.5 million office building on a prominent Pennsylvania Avenue site.

Cadillac Fairview Urban Development Inc., the U.S. subsidiary of the Toronto-based real estate developer, will build the 14-story structure for the $900 million Textron Inc. retirement funds, three other large pension funds and the commingled fund run by Lehndorff & Babson Real Estate Counsel Inc., which organized the financing.

The three other pension funds are believed to be Atlantic Richfield Co., United Technologies Corp. and Dow Chemical Co. Officials of the three funds declined to confirm their participation.

Lehndorff acts as general partner for the pension accounts partnership, which, in turn, invests as a limited partner in the ownership entity, of which the Cadillac Fairview affiliate is general partner.

Lehndorff executives and other principals in the deal refused to discuss the identities of the participating funds or the financial details of the transaction.

Construction began May 22 on the 435,000-leaseable-square-foot building to be known by its address, 1001 Pennsylvania Ave. It will take up a block between 10th and 11th streets, almost midway between the White House and the Capitol.

The investment is unusual in that so many pension accounts are pulling together in a syndicate for both construction lending and equity ownership upon completion.

The project gives the pension funds the opportunity to avoid paying top dollar on a leased-up property.

"It's one of the most unique office locations we've ever looked at," said John D. Gourley, president of Lehndorff & Babson.

"Washington is a market where it's very rare (that) first-class buildings ever come up for sale, and even buildings in the second tier that come into the market are priced fully."

Rents on Washington offices are in the $20 to $35 per square foot range, and this property would be at the high end of that range. Construction is expected to take less than two years.

This is the first time U.S. Cadil

Continued on page 58

Construction began May 22 on 1001 Pennsylvania Ave., an $82.5 million office building, in Washington

LTV and Republic to combine plans

By Nancy K. Webman

DALLAS — The LTV Corp. and Republic Steel Corp. will consolidate their pension fund asset management in Dallas once the merger of the two companies is complete.

Dennis J. Hamilton, who oversees Republic's pension fund, will become director of employee benefit fund investments for LTV, said George Simon, LTV's director of employee benefit trust administration.

He said Mr. Hamilton will be responsible for external managers and "the internally managed portion of the combined funds."

Mr. Hamilton replaces Ed Robie, who left last year to manage fixed-income portfolios for Mellon Bank.

Mr. Hamilton is president and chief operating officer of Western Reserve Asset Management Inc., a wholly owned investment management subsidiary of Republic Steel. Western Reserve manages about $620 million of Republic's $1 billion pension fund in-house.

When the merger is effective — possibly next month — Mr. Hamilton will be in charge of investing about $2.5 billion in pension assets, of which about $1.5 billion is LTV's He will be performing both his and Mr. Robie's duties.

Mr. Simon repeatedly said "it's just too early" to say how the consolidation will alter the pension investments of the two companies.

For example, he said he does not know whether Western Reserve will continue to exist. "Will the management subsidiary be maintained? We don't know," he said.

He did say, however, that the "intent is to bring (Mr. Hamilton's) group" to Dallas. According to *Pensions & Investment Age's* profiles of investment management firms, Western Reserve has five portfolio managers, and manages money for Republic Steel subsidiaries.

Mr. Simon said officials of the merged companies don't know whether any LTV pension assets will be brought in-house. Such a move seems likely since more than half of Republic's assets already are managed internally by Mr. Hamilton's staff. Also, long before the merger, LTV pension officials were discussing internal management for a portion of LTV's fund.

"We will manage money in-house. Exactly what it will be, we don't know," Mr. Simon said. ■

Dennis Hamilton

Ohio fund corrals Ponderosa stock

By Kimberly Blanton

DAYTON, Ohio — Ponderosa Inc. sold 1.5 million shares of common stock to the Ohio Public Employees Retirement System, the largest stake, 16%, held by any investor.

The sale of a such a large block of stock to one investor is unusual. The Ohio fund's chief investment officer, Robert McLaughlin, could not think of any other company of Ponderosa's size that has such a large block of stock held by one pension-fund investor. Pension funds sometimes are large financial backers to venture capital companies, however.

This transaction brings to 9.5 million the number of Ponderosa shares outstanding. The newly issued stock was sold at $20 per share, slightly below the $20.25 closing price May 16, the date of the Securities and Exchange Commission filing. On May 21, a few days after the sale, Ponderosa stock, which is traded on the New York Stock Exchange, closed lower, at $19.25.

As a major holder of Ponderosa stock, Mr. McLaughlin believes the fund will be in a position to profit substantially from the company's success, more so than if it were a small shareholder.

"When you own that much (of a company's stock), you own part of the corporation," he explained.

A major advantage to Ponderosa is that it probably saved $600,000 in underwriting fees, which can run 2% of the dollar value of an offering.

In a private placement of stock such as this, a company typically hires an investment banker to find investors. However, the Ohio public fund already had contact with Ponderosa, and the need for an un

Continued on page 58

Late news

Equitable Life spinoff

NEW YORK — The Equitable Life Assurance Society of the U.S. will spin off its real estate operations into a group of subsidiaries under one holding company, becoming the country's largest real estate firm.

Valued at $20 billion, the chief component of the Equitable Real Estate Group Inc. will be Equitable Real Estate Investment Management Inc. It will include its pension fund realty advisory operation.

PBGC guidelines out

WASHINGTON — The Reagan administration released long-awaited guidelines permitting some spinoff/terminations, and the termination of one defined benefit

Continued on page 2

ory
s
19
PI
DC2001 4STATLR FMPJ M
STATISTICAL REFERENCE INDEX
4520 EAST-WEST HWY SU 800
WASHINGTON DC 20014

Directed trades offer reductions

By Rose Darby

NEW YORK — Directing trades through specific brokers in return for a cash rebate or lower commission is taking on increased importance for pension executives.

Several pension funds, including Honeywell Inc. and Delta Airlines Inc., are said to be benefiting from the practice by recouping significant sums for their plans.

The practice has caught on particularly in light of rising commission rates.

While many brokers won't acknowledge participating in the practice, it is believed up to 2% of total volume is handled through brokerage reduction-type services.

The need for such commission reductions has increased along with the bull market of the past few years.

For instance, along with volume on the New York Stock Exchange increasing in the past 12 months to 21.6 billion shares from 11.9 billion,

The practice has caught on particularly in light of rising commission rates. While many brokers won't acknowledge participating in the practice, it is believed up to 2% of total volume is handled through brokerage reduction-type services

commission rates have moved up, too.

Commissions charged institutions increased to record levels during last year, according to a study by Greenwich Research Associates, Greenwich, Conn.

The typical institution's annual commission increased to $3.158 million last year from $2.171 million in 1982.

Average total commissions for pension funds and endowments went to $2.826 million last year from $2.636 million a year earlier. In 1978, the average total commission for the same group was $1.080 million.

Abel, Noser & Co., through its money management arm, Kent Associates, is launching a product for

Continued on page 59